

2016 POLITICAL FALL SPENDING

ETHI-POLITICAL ISSUE-AFT-AFL-CIO-COPE

CONTRACT NUMBER	DATES OF CONTRACT	# OF SPOTS	GROSS OWED	TOTAL (15%) COMMISSION	NET COST	PROD. COSTS	NET OWED	NET RECEIVED	DIFF IN TOTALS	CHECK #
955058	11/1-11/8	4	\$ 10,600.00	\$ 1,590.00	\$ 9,010.00		\$ 9,010.00	\$ 9,010.00		

payment
sent to
hub

CONTRACT

ETHI
800 Ohio Street
Terre Haute, IN 47807
(812) 232-9481

And:

Waterfront Strategies
1010 Wisconsin Avenue
Suite 800
Washington, DC 20007
USA

<u>Contract / Revision</u> 955058 /		<u>Alt Order #</u> 25330596
<u>Product</u> Issue		
<u>Contract Dates</u> 11/01/16 - 11/08/16		<u>Estimate #</u> 5677
<u>Advertiser</u> POL/AFT AFL-CIO COPE		<u>Original Date / Revision</u> 10/17/16 / 10/17/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> ETHI	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agg Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	ETHI	11/01/16	11/04/16	M-F 10a-11a	M-F 10a-11a		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/31/16	11/06/16	-TWTF--				1	\$200.00				
N 2	ETHI	11/02/16	11/02/16	Wednesday Hour 2	9p-10p		:30				NM	1	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/31/16	11/06/16	--W----				1	\$3,200.00				
N 3	ETHI	11/01/16	11/04/16	News 10 on Fox	10p-1030p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/31/16	11/06/16	-TWTF--				1	\$1,200.00				
N 4	ETHI	11/01/16	11/01/16	World Series	World Series		:30				NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/31/16	11/06/16	-T-----				1	\$6,000.00				
Totals								0.00				4	\$10,600.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/31/16 - 11/04/16	4	\$10,600.00	(\$1,590.00)	\$9,010.00
Totals	4	\$10,600.00	(\$1,590.00)	\$9,010.00

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.

455058

KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract # 25330596	Changes as of: 10/15/2016 at 5:29 PM	Version: Highlighting Revision 2
CPE: 331/351/5677	Flight: 11/1/16 - 11/8/16	Total \$: \$10,600.00
Agency: WATERFRONT STRATEGIE	Advertiser: AFT AFL-CIO COPE	Total Spots: 4
3050 K ST NW #100 Washington, DC 20007	Product: issue	Total CPP: \$0.00
	Agency Order #: 5479156	Total GRP:
	Buyer: Furman, Mike	
	Salesperson: BEN WILMETH 202-872-5680	Separation:
	Office: WASHINGTON	
	Primary Demo: Adults 35+	
	Con Type: POLITICAL/NOTE	
	Assistant: BEN WILMETH 202-872-5680	

Comments: Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening.

#	Day/Time	DP	Program	Rate	A35P Rating	Len	11/1	11/8	11/1 - 11/8	Total Spots	Total \$	CPP	GRP
1	Tu-F M 10a-11a		Judge Mathis	\$200.00	0	30	1	0		1	\$200.00	\$0.00	0.0
2	W 9p-10p		Empire-FOX	\$3,200.00	0	30	1	0		1	\$3,200.00	\$0.00	0.0
3	Tu-F M 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	1	0		1	\$1,200.00	\$0.00	0.0
4	Tu-M 8p-11p		FOX MLB World Series	\$6,000.00	0	30	1	0		1	\$6,000.00	\$0.00	0.0
TOTALS:						4	4	0		4	\$10,600.00	\$0.00	0.0



125 West 55th St
New York, NY 10019

Contract # 25330596

Changes as of: 10/15/2016 at 5:29 PM

Version: Highlighting Revision 2

CPE: 331/351/5677

Flight: 11/1/16 - 11/8/16

Station: ETHI

Total \$: \$10,600.00

Agency: WATERFRONT STRATEGIE

Advertiser: AFT AFL-CIO COPE

Market: Terre Haute

Total Spots: 4

3050 K ST NW #100

Product: issue

Office: WASHINGTON

Total CPP: \$0.00

Washington, DC 20007

Agency Order #: 5479156

Primary Demo: Adults 35+

Total GRP:

Buyer: Furman, Mike

Con Type: POLITICAL/NOTE

Separation:

Salesperson: BEN WILMETH

Assistant: BEN WILMETH

202-872-5880

202-872-5880

Special Instructions

Order Level Comments

Date/Time	Added by	Comment
10/15/16 5:29 PM	BEN WILMETH	Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening.
10/14/16 3:07 PM	Tammy Terry	Ben - line 4 is n/a, as the world series will be over prior to 11/1. please advise. thanks - tammy
10/14/16 12:51 PM	BEN WILMETH	New Order
10/14/16 12:51 PM	BEN WILMETH	New Order

Competitive Information

Market Budget:	\$88,333
ETHI Share:	12%
Comment:	
WAWV:	6%
WTHI:	65%
WTWO:	17%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	CPP
	100%	4	\$10,600.00	N/A
Total	100%	4	\$10,600.00	N/A

Monthly Summary		
Month	Spots	Dollars
2016-Nov	4	\$10,600.00
Total	4	\$10,600.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	10/15/16 5:29 PM	BEN WILMETH	Revised			\$0	\$0	Changes: Comments from New Order to Ln 4 - World Series game 6 is 11/1 - Leave spot as is until game 6 is not happening..
Makegood 1	10/14/16 3:07 PM	Tammy Terry	Confirmed			\$0	\$0	
Revision	10/14/16 12:51 PM	BEN WILMETH	Confirmed			\$0	\$10,600.00	Changes: Demo Meia to (R16). User Entered \$ from \$0.00 to \$10,600.00. Flight End from 11/7/16 to 11/8/16. Comments from to New Order. 4 buylines added or modified.
New	10/14/16 12:50 PM	BEN WILMETH	New	4		\$10,600.00	\$10,600.00	

Non-Discrimination Policy

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSIONS REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.



125 West 55th St
New York, NY 10019

Contract # 25330596	Changes as of: 10/14/2016 at 12:51 PM	Version: Highlighting Revision 1
CPE: 331/351/5677	Flight: 11/1/16 - 11/8/16	Total \$: \$10,600.00
Agency: WATERFRONT STRATEGIE	Advertiser: AFT AFL-CIO COPE	Total Spots: 4
3050 K ST NW #100 Washington, DC 20007	Product: Issue	Total CPP: \$0.00
	Agency Order #: 5479156	Total GRP:
	Buyer: Furman, Mike	Separation:
	Salesperson: BEN WILMETH 202-872-5880	
	Office: WASHINGTON	
	Primary Demo: Adults 35+	
	Con Type: POLITICAL/NOTE	
	Assistant: BEN WILMETH 202-872-5880	

Comments: New Order

#	Day/Time	DP	Program	Rate	A35P Rating	Len	11/1 - 11/8		Total Spots	Total \$	CPP	GRP
							11/1	11/8				
REV-1	Tu-F,M 10a-11a		Judge Mathis	\$200.00	0	30	1	0	1	\$200.00	\$0.00	0.0
REV-2	W 9p-10p		Empire-FOX	\$3,200.00	0	30	1	0	1	\$3,200.00	\$0.00	0.0
REV-3	Tu-F,M 10p-10:30p		News 10 On FOX	\$1,200.00	0	30	1	0	1	\$1,200.00	\$0.00	0.0
REV-4	Tu-M 8p-11p		FOX MLB World Series	\$6,000.00	0	30	1	0	1	\$6,000.00	\$0.00	0.0
TOTALS:							4	0		\$10,600.00	\$0.00	0.0



KATZ TELEVISION
GROUP

125 West 55th St
New York, NY 10019

Contract # 25330596

Changes as of: 10/14/2016 at 12:51 PM

Version: Highlighting Revision 1

CPE: 331/351/5677

Flight: 11/1/16 - 11/8/16

Station: ETHI

Total \$: \$10,600.00

Agency: WATERFRONT
STRATEGIE

Advertiser: AFL AFL-CIO COPE

Market: Terre Haute

Total Spots: 4

3050 K ST NW #100
Washington, DC 20007

Product: issue
Agency Order #: 5479156

Office: WASHINGTON
Primary Demo: Adults 35+

Total CPP: \$0.00
Total GRP:

Buyer: Furman, Mike
Salesperson: BEN WILMETH
202-872-5880

Con Type: POLITICAL/VOTE
Assistant: BEN WILMETH
202-872-5880

Separation:

Special
Instructions

Order Level Comments

Date/Time	Added by	Comment
10/14/16 12:51 PM	BEN WILMETH	New Order
10/14/16 12:51 PM	BEN WILMETH	New Order

Competitive Information

Market Budget: \$88,333
ETHI Share: 12%
Comment:
WAWV: 6%
WTHI: 65%
WTWO: 17%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	4	\$10,600.00	N/A	0.0
Total	100%	4	\$10,600.00	N/A	0.0

Monthly Summary

Month	Spots	Dollars
2016-Nov	4	\$10,600.00
Total	4	\$10,600.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	10/14/16 12:51 PM	BEN WILMETH	Revised			\$0	\$10,600.00	Changes: Demo Meta to [R16], User Entered \$ from \$0.00 to \$10,600.00, Flight End
New	10/14/16 12:50 PM	BEN WILMETH	New	4		\$10,600.00	\$10,600.00	from 11/7/16 to 11/8/16, Comments from to New Order, 4 buylines added or modified.

Non-Discrimination
Policy

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSIONS REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, Mike Furman - authorized Media Buyer
do hereby request station time concerning the following issue:

ATT AFL-CIO COPE

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

This broadcast time will be used by: ATT AFL-CIO COPE

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Evan Bayh
Todd Young

US Senate, IN

General Election
11/5/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AFT AFL-CIO (AFL) 555 New Jersey Avenue NW
Washington, DC 20001

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Lauretta Johnson, Treasurer
Joseph Annison, Asst. Director, Political Dept

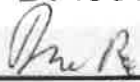
For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

10/13/16  202-338-8200
Date Signature Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature Printed Name Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.